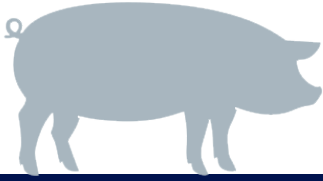




AMERICAN ASSOCIATION
OF
MEAT PROCESSORS

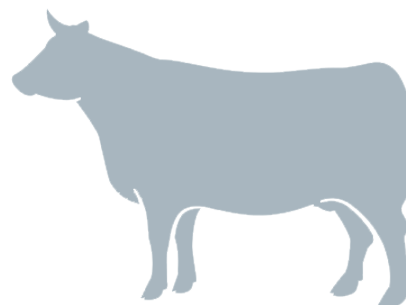


83RD

July 14-16, 2022

AMERICAN CONVENTION
of MEAT PROCESSORS and
SUPPLIERS' EXHIBITION

Hilton Des Moines Downtown
Iowa Events Center | Des Moines, Iowa



THANK YOU TO OUR SPONSORS

LEGACY



ACMC



PLATINUM



GOLD



SILVER



ATTENTION NON-MEMBERS!

Not an AAMP Member? No problem.

Not an AAMP Member? No problem. If you belong to another national meat trade organization, we are pleased to extend the AAMP member registration rate to you. Contact AAMP for details!

Phone: **717-367-1168**

Website: **www.aamp.com**



AAMP represents small and very small meat processing establishments and offers the opportunity for the exchange of ideas and information. Benefits include nutrition labeling, educational opportunities, newsletters, membership directory, representation in Washington D.C., meat inspection problem-solving, extensive HACCP information, and one-on-one consulting services with our staff.

If you're interested in becoming a member, call AAMP 717-367-1168, or visit our website at www.aamp.com for more information and see what you're missing!



WHAT TO DO IN DES MOINES

Greater Des Moines is emerging, progressive, and probably not at all what you think. Whether it's our walkable downtown and hip neighborhoods, 4.4-acre Sculpture Park, or our buzzy food and drink scene, Greater Des Moines aims to surprise and delight at every turn (and with every bite).

There's a reason why we're the fastest-growing metro in the Midwest. With the famous Downtown Farmers' Market, iconic events like the arts festival and state fair, and off Broadway shows like Hamilton, Des Moines will quickly turn "Des Moines, huh?" into "Des Moines, who knew?" (We did.)

Check out our "Des Best" blogs to find the best of Greater Des Moines, as voted on by locals, or our hand-crafted **The Catch List** itineraries. For more information, visit catchdesmoines.com.

REGISTER ONLINE

AAMP's annual convention is geared toward U.S., Canadian, and Foreign operators of small and very small firms in the meat, poultry & food business: packers, processors, wholesalers, HRI, retailers, caterers, deli operators, home food service dealers, and catalog marketers.

Register online at
www.aamp.com



PRE-CONVENTION BUS TOUR LIMITED SPACE AVAILABLE!



Wednesday, July 13, 2022
8:00 AM – 4:00 PM

A day of learning and socializing will be a great way to kick off our pre-convention event! Participants will tour Stanhope Locker & Market (Stanhope), Story City Locker (Story City), Dayton Meat Products (Malcom), Ulrich Meat Market (Pella), and In't Veld's Meat Market (Pella). Lunch will be provided. You will not want to miss out on this great experience!

AMERICAN CURED MEAT CHAMPIONSHIPS (ACMC)



**What will be your
favorite part of the
AAMP Convention?**

Will it be the educational sessions, the trade show, networking with old and new friends, or perhaps the American Cured Meat Championships (ACMC)? If you like the idea of having your cured meat products judged against other products from across the country for comparison, then the ACMC is just the place to do it!

With 29 classes to choose from, you can enter one or all the categories for evaluation by experts in the field. For the competition in Des Moines, the 2022 ACMC judges from academia will hail from various states throughout the country. There will also be AAMP Processor Members selected from the 'Cured Meats Hall of Fame' joining the judging team.

Don't miss this opportunity to throw your hat into the ring and possibly win an American Cured Meat Championships plaque for entering those special popular products from your place of business. Perhaps you will be able to show your customers that your meat ranked in the top four – Grand Champion, Reserve Grand Champion, Champion, or Reserve Champion – at the only national cured meat competition of its kind across the entire United States.

The product taking top marks at the competition will receive the 'Clarence Knebel Best of Show Memorial Award'. The participant who competes the best overall throughout the entire competition will receive the 'Cured Meats Excellence Award'.

Official Sponsors of the ACMC:



Entry Requirements:

You **MUST** be a Member of the American Association of Meat Processors to be eligible to enter into the ACMC. You **MUST** be registered for the full convention in order to participate in the ACMC. No one-day registrations allowed.

Price: \$20 per entry
(One entry allowed per class)

On-site registration hours:
Thursday, July 14, 2022

****NEW REGISTRATION HOURS****
9:30 AM – 12:00 PM

**For more information and
official ACMC rules, please visit
www.aamp.com.**

2022 EXHIBITORS

A. C. Legg, Inc.
 Advanced Labeling Systems
 Alaniz Law & Associates
 Alexander Food Equipment Group
 American Resources LLC
 AmTrade Systems Inc.
 Automaten - und Bedarfshandel
 Best & Donovan
 Bunzl Processor Division/Koch Supplies
 CAS USA Corporation
 Con Yeager Spice Company
 Cozzini Cutting Supplies
 Craemer US Corporation
 CRM North America
 Daniels Food Equipment
 Diligent Innovation Fabrication & Machining, Inc.
 DJV Label & Packaging
 Dx Slicers
 Eagle Protect PBC
 EcoDrum Composter
 Edge Manufacturing Inc.
 Energy Panel Structures
 Enviro-Pak
 EPS-Nowicki USA
 Escali
 Excalibur Seasoning Co.
 E-Technik Smokehouses
 Field to Freezer
 Flair Flexible Packaging Corporation
 Fooma American
 FOSS
 Framarx/Waxstar
 Fusion Tech Integrated
 Globe Casing Company
 Handtmann, Inc.
 Hantover Inc.
 Heat Seal
 High Plains Frontier Supply, LLC
 Hollymatic Corp./Rollstock
 Hovus
 Independent Processor
 Industrial Netting
 infoTouch Corporation
 Insurance Associates, Inc.
 Jarvis Products Corporation
 Jordan Casing Company
 Kentmaster Manufacturing
 Kerres USA, LLC
 Kinetic Leasing
 Lance Industries
 Mainca USA Inc.
 Mar/Co Sales, Inc.
 Marel
 MEAT & POULTRY Magazine
 Meat Order Pro
 meatingplace
 Midwest Metalcraft & Equipment
 Mound Tool Company
 Multivac, Inc.
 National Marketmaker Network
 Nebraska Hoist & Crane
 New Age Industrial
 NMPAN
 Pack3000
 Packaging Solutions Inc.
 Patty Paper, Inc.
 PermaTherm, Inc.
 Poly-clip System
 PS Seasoning/Pro Smoker 'N Roaster
 Promarks Inc.
 Quality Casing Co., Inc.
 Reiser
 RGF Environmental Group
 Risco USA Corp.
 Rome Grinding Solutions
 Ross Industries, Inc.
 Sanitary Design Industries, LLC
 Schaffer Label Consulting
 ScottPec, Inc
 Silikal America
 silver-clip
 Spartan Chemical Co.
 Speco Inc
 Sucklebusters Inc.
 Sunrise Packaging Material USA, Inc.
 TemPac LLC/Econ-O-Marker
 TIPPER TIE, Inc.
 UltraSource LLC
 USDA
 UW Provision Company, Inc.
 VC999 Packaging Systems
 VistaTrac/Schoneman Inc.
 Walton's Inc.
 We R Food Safety!
 WITT Gas Controls
 Xact Systems/Ozo Kleen Solutions
**Booths reserved as of 1-1-22*

HOTEL REFERENCE FORM

- **AAMP Convention Headquarter Hotel:**
Hilton Des Moines Downtown,
cost of room per night \$185 + tax
- You can reserve a room by calling **866-587-9775** and requesting the group code AMP...you must relay that group code to get the group rate
- Check-in time is at 3PM and check-out time is 12PM
- **AAMP Secondary Hotel:**
Comfort Inn & Suites,
cost of room per night \$144 + tax
- You can reserve a room by calling **515-282-5251** and requesting the 2022 American Association of Meat Processors (AAMP) Annual Convention group rate
- Check-in time is at 3PM and check-out time is 11AM

Deadline for group rate at both hotels ends June 20, 2022



Hilton Des Moines Downtown
435 Park Street
Des Moines, IA 50309



Comfort Inn & Suites
929 3rd Street
Des Moines, IA 50309

EXHIBIT HOURS

Thursday, July 14, 2022	1:00 PM – 4:30 PM
Friday, July 15, 2022	9:30 AM – 12:30 PM
Saturday, July 16, 2022	10:30 AM – 1:30 PM

AGENDA

Wednesday, July 13, 2022

8:00 AM – 4:00 PM

Pre-Convention Bus Tour

Cost: \$50 per person

Location: Depart from Hilton Des Moines Downtown Lobby

Tour includes. Stanhope Locker & Market (Stanhope), Story City Locker (Story City), Dayton Meat Products (Malcom), Ulrich Meat Market (Pella), and In't Veld's Meat Market (Pella). Lunch will be provided.

6:00 PM – 8:00 PM

President's Welcome Reception

Location: Iowa Hall of Pride, Iowa Events Center

AAMP President Dwight Ely will be hosting a reception for all convention attendees with refreshments provided. All are welcome.

Thursday, July 14, 2022

(All sessions to be held at the Iowa Events Center)

8:00 AM – 9:30 AM

Welcoming Session

Keynote Speaker: Dr. Gordon Davis

Attend this session and get an overview of the coming week, plus highlights of the convention. Opening remarks will be made by AAMP President Dwight Ely along with the presentation of the F.W. Witt Supplier of the Year Award and the Stephen F. Krut Scholarship Award. After the awards presentation, hear from Keynote Speaker Dr. Gordon Davis.

From training meat judging teams to leading research projects, to producing educational resources for meat science, Dr. Davis always pursues and expects excellence. A passionate competitor, educator, risk taker, businessman, philanthropist, mentor and friend, Davis is most known for the motto, "It's all about the kids," whether they are those he taught personally or one of the millions of students impacted by a CEV production. One of his favorite and most memorable students of all time is AAMP President Dwight Ely. You won't want to miss this great story!

9:30 AM – 10:30 AM

State Officers' Conference

This annual meeting gives AAMP's affiliated meat trade associations the opportunity to discuss important industry topics and a time to get acquainted with other officers.

10:30 AM – 11:30 AM

Session: Building the Perfect Processed Meat Flavor

Speaker: Bruce Armstrong, LifeSpice

With over 50 years in the processed meat and meat seasoning industry, Bruce will discuss the ideas to building the perfect flavor (in the matter of building a building) starting with a foundation of salt, sugar, and black pepper, then adding layers to build the flavor to the final 'It Flavor' that gives the perfect flavor. You will learn concepts from understanding your grandfather's handwritten recipe, to working with your seasoning supplier to help create a unique flavor that wins customers and awards.

10:30 AM – 11:30 AM

Session: A Better Understanding of Return on Investment (ROI)

Speaker: Jon Froling, ScottPec & Tony Crowe, Iowa State University/CIRAS

Are you on the fence about buying new equipment, investing in training and employee retention, spending money on new product development or advertising, or building/updating your website? This session will help you understand the return on investment (ROI). Learn the ins & outs of making purchasing decisions on equipment and updates to your business. Sometimes looking at purchases from a different angle will make you realize what you really CAN afford and why you SHOULD invest.

10:30 AM – 11:30 AM

Session: Legal Issues

Speaker: Rick Alaniz, Alaniz Law & Associates

F.W. Witt Supplier of the Year for 2021, Rick has been helping our industry for decades. Join him as he discusses important legal issues you need to know about.

11:45 AM – 12:45 PM

Session: AAMP & NMPAN Update

Speakers: Diana Dietz, AAMP, Nelson Gaydos, AAMP, Rebecca Thistlethwaite, NMPAN

Did you know AAMP launched a new website last fall? Did you know AAMP has a very successful internship program? Did you know there's a group called Niche Meat Processor Assistance Network? Have you heard about "Meat of the Middle?" This informative session will go over some great programs and details you might have missed that are provided by AAMP and NMPAN.

11:45 AM – 12:45 PM

Session: Salmonella & Carcass Intervention

Speaker: Steve Larson, Arm & Hammer

Animal Food Production

There are many effective interventions commercially available for reducing *Salmonella* load on meat. Those same interventions can be applied on carcasses and even in carcass chilling applications as a multi hurdle, multi-technology approach. Deciding which of these commercially available interventions to use can be a complex decision that can impact your entire food safety plan. This presentation will highlight various interventions to control *Salmonella* in a food safety system and will highlight ways to determine a multi-hurdle multi-technology approach to maximize food safety in your operation.

11:45 AM – 12:45 PM

Session: Legal Issues

Speaker: Rick Alaniz, Alaniz Law & Associates

F.W. Witt Supplier of the Year for 2021, Rick has been helping our industry for decades. Join him as he discusses important legal issues you need to know about.

1:00 PM – 4:30 PM

Exhibit Hall Open

Location: Iowa Events Center

6:00 PM – 9:00 PM

Thursday Night Event – Jack Trice Stadium, Iowa State University, Ames

Join us for this year's event at "The Jack" in Ames, Iowa. Dinner and drinks will be served in the Sukup Endzone Club overlooking the field of Jack Trice Stadium, home of the Iowa State University Cyclone Football Team. Located on the 1,813 acre campus of Iowa State University, "The Jack" is the only NCAA football stadium named for an African American and boasts a capacity of 61,500 fervent Cyclone fans on game day. Jack Trice played football for Iowa State College in 1923 and died

REGISTRATION HOURS

(Iowa Events Center)

Wednesday, July 13, 2022

2:00 PM – 4:00 PM

Thursday, July 14, 2022

9:00 AM – 3:00 PM

Friday, July 15, 2022

9:00 AM – 12:00 PM

Saturday, July 16, 2022

10:00 AM – 12:00 PM

as a result of injuries sustained in a game originally named Jack Trice Field at Cyclone Stadium when it opened in 1975, the stadium was renamed for Jack Trice in 1997 due to the persistence of the student body and community support.

After dinner, take the opportunity to stroll through the adjacent Reiman Gardens where you can see beauty that educates, inspires, and enchants as you enjoy up to 800 butterflies in flight in the Butterfly Wing, experience the beauty of Sycamore Falls and the Conservatory, and more! Reiman Gardens is a living garden, located on a 14-acre tract of land directly adjacent to Jack Trice Stadium and serves as the southern entrance to campus with its ever-changing, adapting, and evolving landscape.

This ticketed event costs \$25 per adult, \$10 per child for ages 5-11, and is free for children 4 and under.

Charter buses will transport guests from the Hilton lobby, departing at 5:30 PM but will not offer continuous service. There is plenty of parking for you to drive your family and friends to the event as well.

Friday, July 15, 2022

(All sessions to be held at the Iowa Events Center)

8:00 AM – 9:30 AM

Session: Virtual Plant Tour

Presenters: Terry Kerns, Edgwood Locker, Edgewood, IA; Dwight Ely, Ely Farm Products, Newtown, PA; Ryan Schmidt, Schmidts' Meat Market, Nicollet, MN

Sit back, relax, and let tour guides Terry, Dwight & Ryan show you around their operations in Iowa, Pennsylvania, and Minnesota. There will be plenty of time for Q & A with your tour guides as well!

9:30 AM – 12:30 PM

Exhibit Hall Open

Location: Iowa Events Center

10:30 AM – 11:30 AM

Kid's Activity: Decorate a Piggy Bank

Come create your own piggy bank, children of all ages are welcome to participate!

1:45 PM – 2:00 PM

Session: What to do with your Ham Year-Round Demo

Presenters: Mark Reynolds, Country Meat Shop, Moberly, MO; Tim Haen, Haen Meat Packing, Kaukauna, WI; Mike Sloan, Hermann Wurst Haus, Hermann, MO; John Tiefenthaler, Tiefenthaler Quality Meats, Holstein, IA; Dennis Schardt, Den's Country Meats, Table Rock, NE Hams are a great item during the holiday seasons, but what can you do with them the rest of the year? Our award winning presenters will demonstrate several great ideas they use in their operations that you can put into practice in your business.

Saturday, July 16, 2022

(All sessions to be held at the Iowa Events Center)



7:30 AM – 10:00 AM

ACMC Awards

Have your products earned top honors? Grand Champion, Reserved Grand Champion, Champion and Reserve Champion plaques will be awarded in 29 classes, including the 2022 Featured Class of Flavored Bacon. Who will be awarded the Clarence Knebel Best of Show award and who will earn the Cured Meat Excellence Award for having competed the best throughout the competition? Candidates selected for induction into the Cured Meats Hall of Fame will also take place during this session.

Business Meeting

Join us for the annual AAMP Business Meeting, where you will hear a few words from AAMP's leadership, discuss elections to AAMP's Board of Directors, and most importantly, a critical report on the state of the small plant operator in the meat and poultry industry.

Awards will be presented at this session for the following: Best Single Booth Award, Best Multiple Booth Award, and the Golden Cleaver Awards.

10:30 AM – 1:30 PM

Exhibit Hall Open

Location: Iowa Events Center

1:45 PM – 2:45 PM

Bull Session – Working Smarter, Not Harder

Presenters: AAMP Immediate Past President Rick Reams, RJ's Meats, Hudson, WI.; John Tiefenthaler, Tiefenthaler Quality Meats, Holstein, IA; and Brian Engle, Pioneer Meats, Big Timber, MT. This information bull session will cover many questions impacting your business today...and ultimately help YOU work smarter, not harder.

5:00 PM – 6:00 PM

Cocktail Reception

Hilton Des Moines Downtown

6:00 PM – 9:00 PM

Banquet

Hilton Des Moines Downtown

The American Convention of Meat Processor's Closing Banquet will be held in the Cloud Ballroom at the Hilton and will conclude the annual convention. The Achievement and Accomplishment Awards will be presented, and the Grand Prize winner will be drawn. The Grand Prize is a trip for two (2) to the 2023 American Convention of Meat Processors & Suppliers' Exhibition in Charleston, SC. The grand prize includes economy airfare from any "major" gateway city in the U.S.; four (4) nights' accommodations, compliments of the DoubleTree Charleston; complimentary convention registration for two (2); and two (2) tickets to the Welcome Reception and Closing Banquet.

2022 Closing Social sponsored by: AC Legg, Inc., Calera, AL; Bunzl, Kansas City, MO; E-Technik Smokehouses, Menard, TX; Fusion Tech, Roseville, IL; Handtmann, Lake Forest, IL; Kerres USA, Pennssdale, PA; Mar/Co Sales Inc., Burnsville, MN; Multivac, Kansas City, MO; Packaging Solutions, Shelby, NC; PermaTherm, Monticello, GA; Poly-clip System, Mundelein, IL; PS Seasoning & Pro Smoker 'N Roaster, Iron Ridge, WI; Quality Casing Co. Inc., Hebron, KY; Reiser, Canton, MA; ScottPec, Inc., Box Elder, SD; UltraSource LLC, Kansas City, MO; Walton's Inc., Wichita, KS.

Cost: \$40 per adult / \$10 per child ages 5-11 (Children under 4 are free).



83RD

AMERICAN CONVENTION
of MEAT PROCESSORS and
SUPPLIERS' EXHIBITION

REGISTER ONLINE www.aamp.com

10 Socialize and have fun!

9 Visit the three-day trade show.

8 Compete in the American Cured Meat Championships (ACMC).

7 View hands-on processed meat demonstrations.

6 Bring back useful information to your employees.

5 Make important business contacts.

4 Share your ideas and get new ones.

REASONS WHY YOU SHOULD ATTEND

3 Learn new processing techniques.

2 Hear from meat industry related speakers.

1 Expand your knowledge of the meat industry.